

# Statement of Qualifications Asset Resolution Services



## ASSET RESOLUTION SERVICES

Grubb & Ellis|Harrison & Bates is well-experienced in stabilizing challenged assets and preparing assets for repositioning or immediate disposition based on market conditions. We provide a comprehensive menu of resolution services, to meet every aspect of our client's needs. Through our services, we will thoroughly analyze each challenged asset to help clients make the best qualitative and quantitative decisions so that they maximize the value of each asset.

Acting as a receiver, asset manager, or service provider, Grubb & Ellis|Harrison & Bates is equipped to offer clients the following services:



Innovation, creativity and experience anchor Grubb & Ellis|Harrison & Bates' diverse menu of services which can be fully integrated at the client's request. Whether the need is for disposition, asset stabilization, market consultation, transaction brokerage (leasing & sales), receivership, property management, or a host of other services, Grubb & Ellis|Harrison & Bates will work as an integrated unit to ensure that the client's needs are met.

## BROAD RANGE OF RESOLUTION SERVICES



### ASSET STABILIZATION & DUE DILIGENCE

Grubb & Ellis|Harrison & Bates provides clients with expert advice and management of the steps required to stabilize a troubled asset. We will quickly evaluate and analyze the asset and recommend the most feasible and economically

beneficial plan for the owner. Grubb & Ellis|Harrison & Bates offers a systematic process that ensures an expedient resolution, on schedule, and with the best interest of the client in mind.



### VALUATION ANALYSIS

Grubb & Ellis|Harrison & Bates is uniquely equipped through our investment advisory division, Harrison & Bates Investment Realty Advisors, to professionally determine the current and future value of real estate holdings. We have the latest

tools and software to analyze an asset and provide appropriate institutional reporting.



### ASSET DISPOSITION

Grubb & Ellis|Harrison & Bates through its investment advisory division, Harrison & Bates Investment Realty Advisors, offers our clients a proprietary web based investment platform [www.hbira.com](http://www.hbira.com). This state-of-the-art platform provides

clients with the fastest and most comprehensive market system available. This unique marketing system can quickly broadcast detailed information to a broad range of categorized buyers. HBIRA also provides clients with comprehensive marketing packages, detailed market reports, blogs, financial updates and a host of other services designed to enhance the disposition process.



### ASSET MANAGEMENT & RECEIVERSHIP

The Grubb & Ellis|Harrison & Bates asset management team understands the unique fiduciary relationship our clients require.

Appropriate documentation and reporting are critical. Justification for strategic and tactical plans

is documented in order to assure timely progress and reporting on all facets of asset management and other integrated services.



### INFORMATION SYSTEMS & REPORTING

Grubb & Ellis|Harrison & Bates has the staff and system resources to create and customize reports that suit the needs of each client. Our reporting capabilities capture all relevant marketing data, physical property information, accounting,

budgeting and analytics. We also have the capability to provide reporting in real-time at the client's request.



### MARKETING & LEASING

Grubb&Ellis|Harrison&Bates offers the full range of marketing and leasing services to owners of commercial real estate in industrial, office, retail and other mixed use assets. Our professionals in each product type excel at understanding the

market, creating and executing marketing plans and adding value by securing the right tenants. Our professionals have extensive experience in consulting, analysis, strategic positioning and negotiations.

In addition to these broad range of services, we offer additional services that can be integrated at the client's request:

**Property Management & Lease Administration**

**Construction Management**

**Accounting Services**

## WHY GRUBB & ELLIS|HARRISON & BATES?

### LOCAL MARKET EXPERTISE WITH NATIONWIDE REACH

Grubb & Ellis|Harrison & Bates has provided services to clients since 1910 and has been a fixture in aiding growth and prosperity of our region. As an affiliate of Grubb & Ellis, we provide nationwide reach with more than 6,000 professionals in more than 130 company-owned and affiliated offices which allows us to service clients around the country. At Grubb & Ellis|Harrison & Bates, we are where you need us to be.

### FULL SERVICE FIRM WITH INTEGRATED SERVICES.

Grubb & Ellis|Harrison & Bates offers the array of services and personnel needed to deal effectively with challenged assets and react quickly to our clients' needs. Our clients can be confident knowing they have partnered with an experienced firm that is well-equipped to deliver the best solutions and results.

### EXCEPTIONAL CUSTOMER SERVICE

A real estate firm does not survive... and thrive... for more than 100 years without providing outstanding customer service. We are proud to have hundreds of clients who are fiercely loyal and our goal is to make you a loyal client by providing you with the best combination of professionalism and performance.

To learn more, please contact:

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